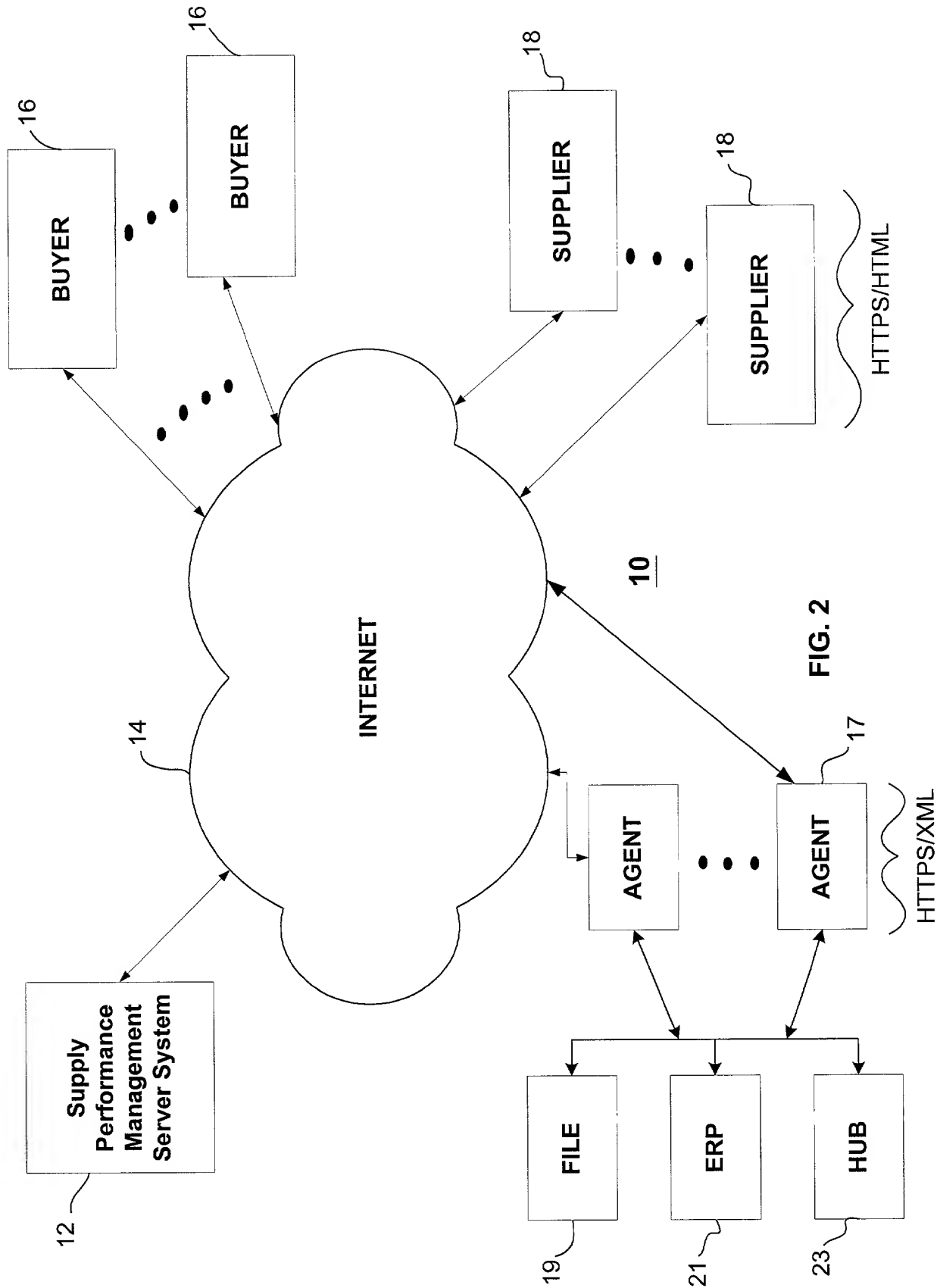


Figure 1



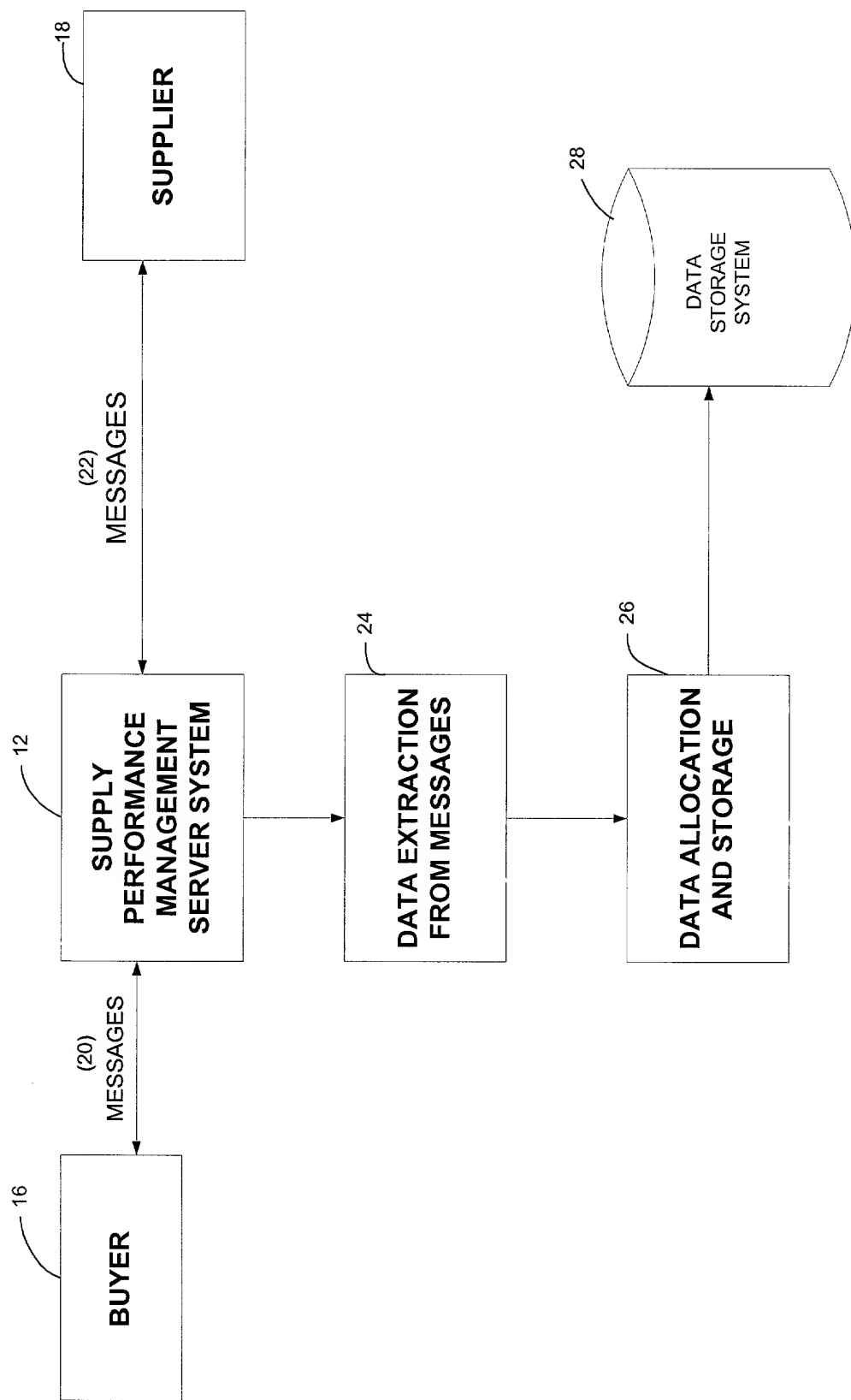


Fig. 3

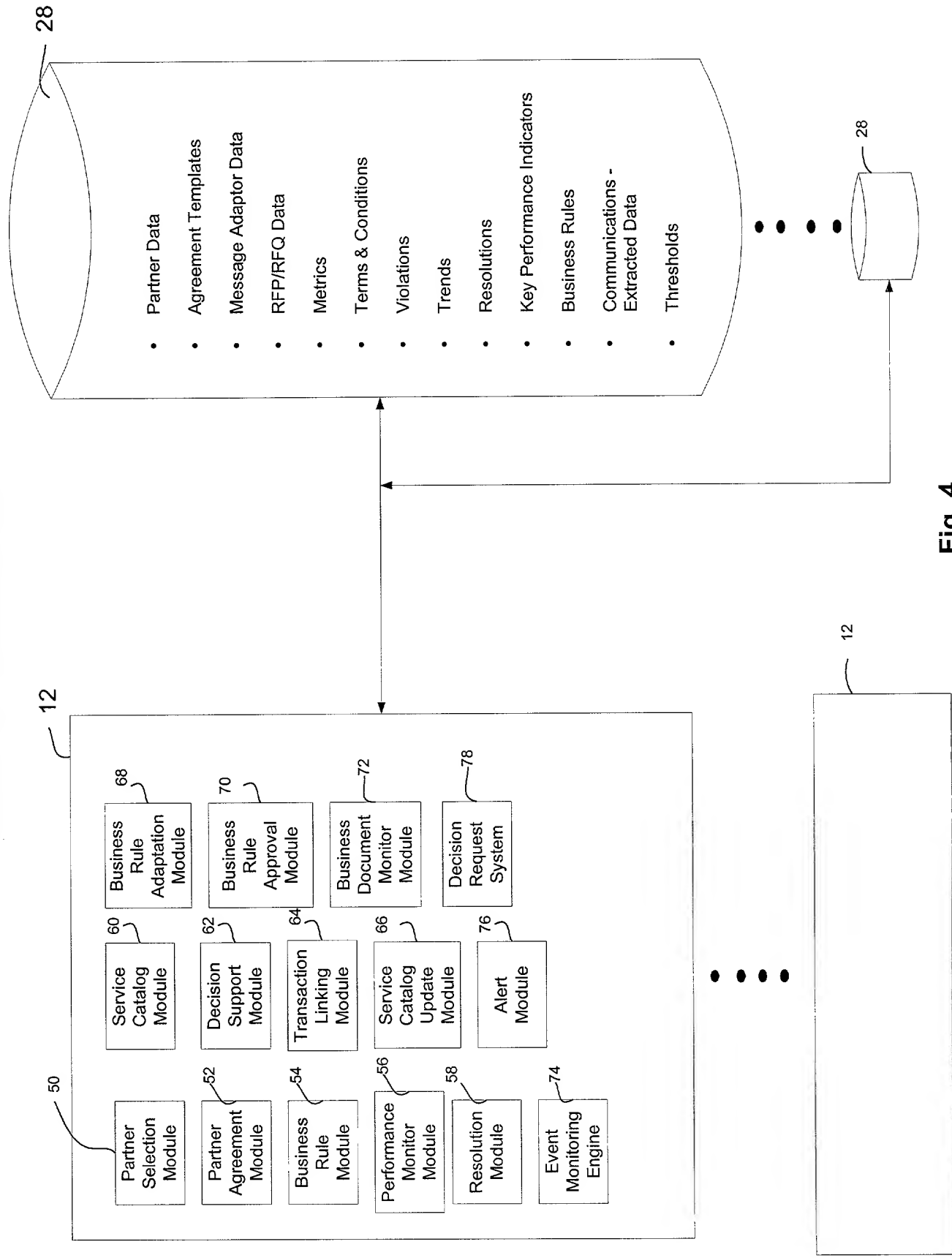


Fig. 4

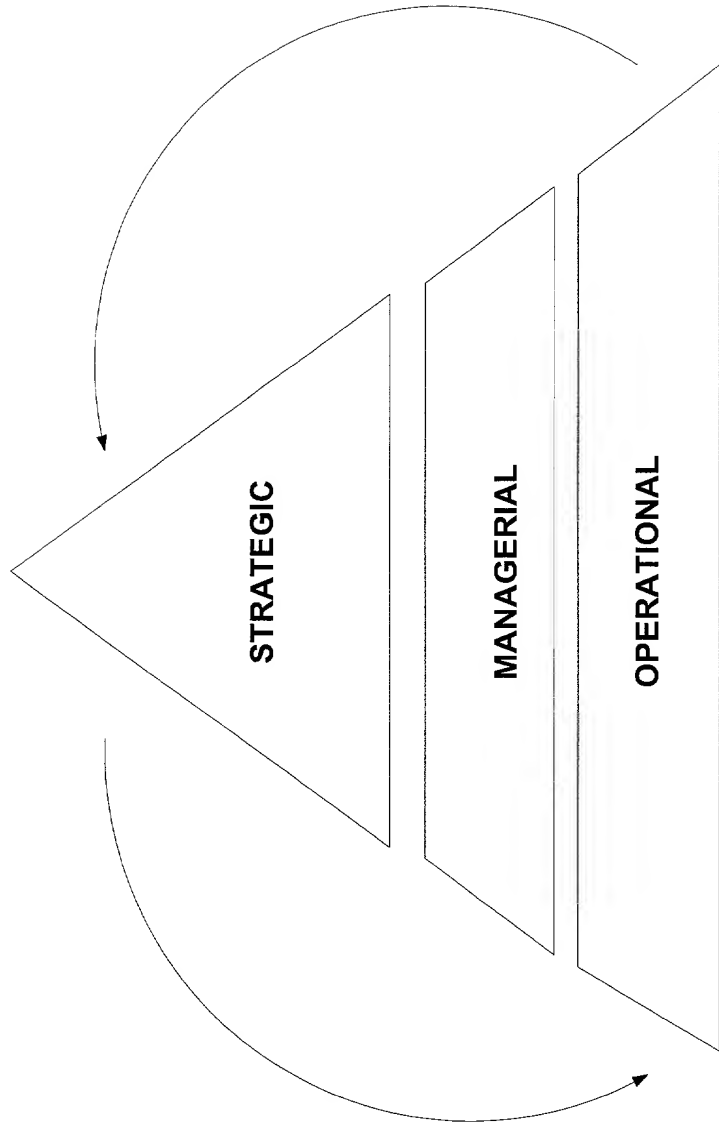


FIG. 5

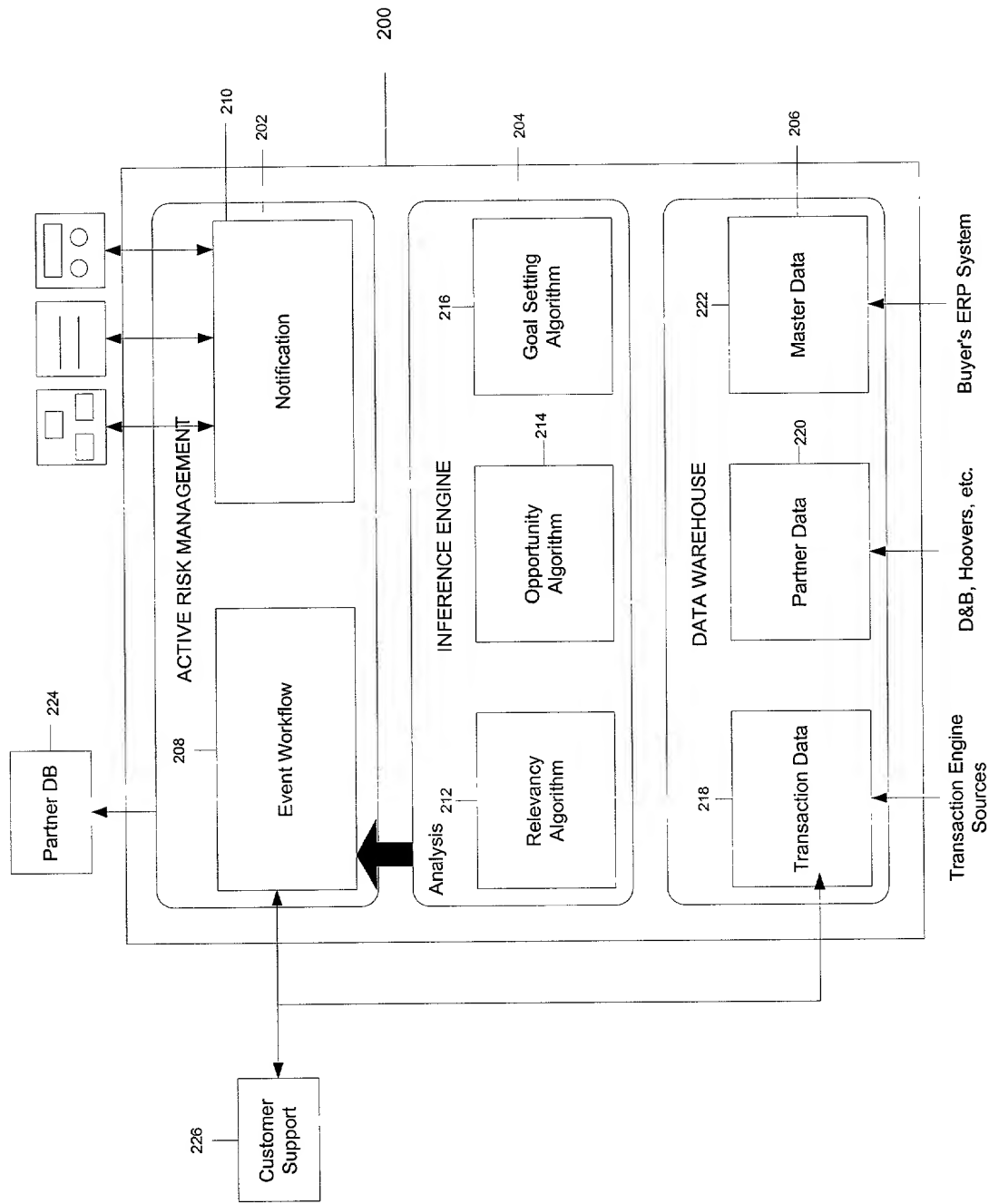


Figure 6

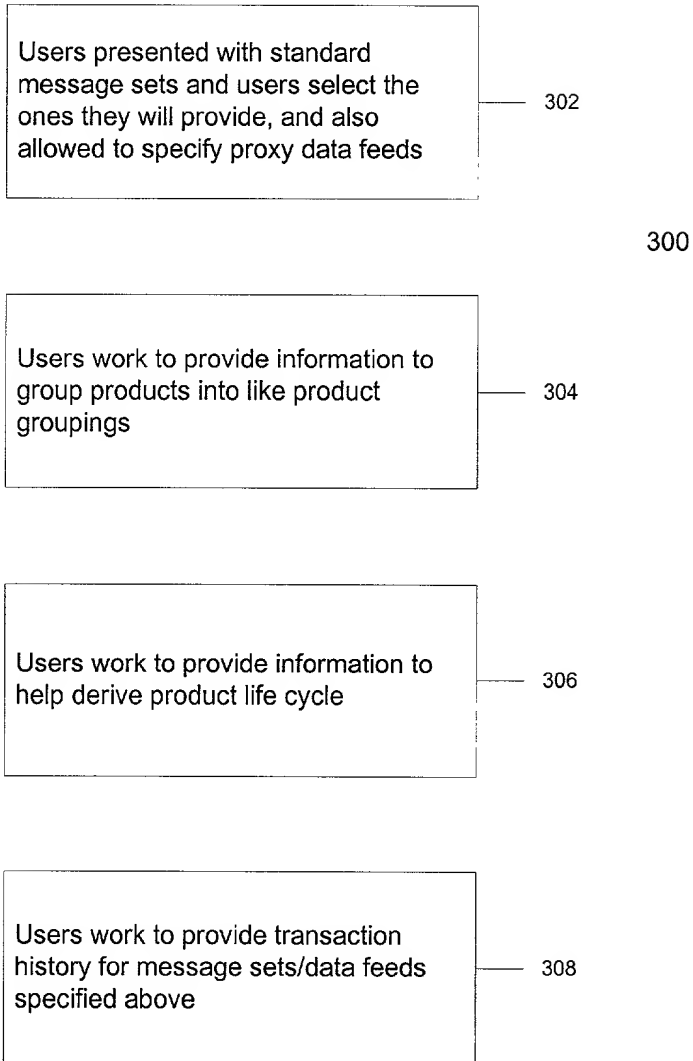


Figure 7

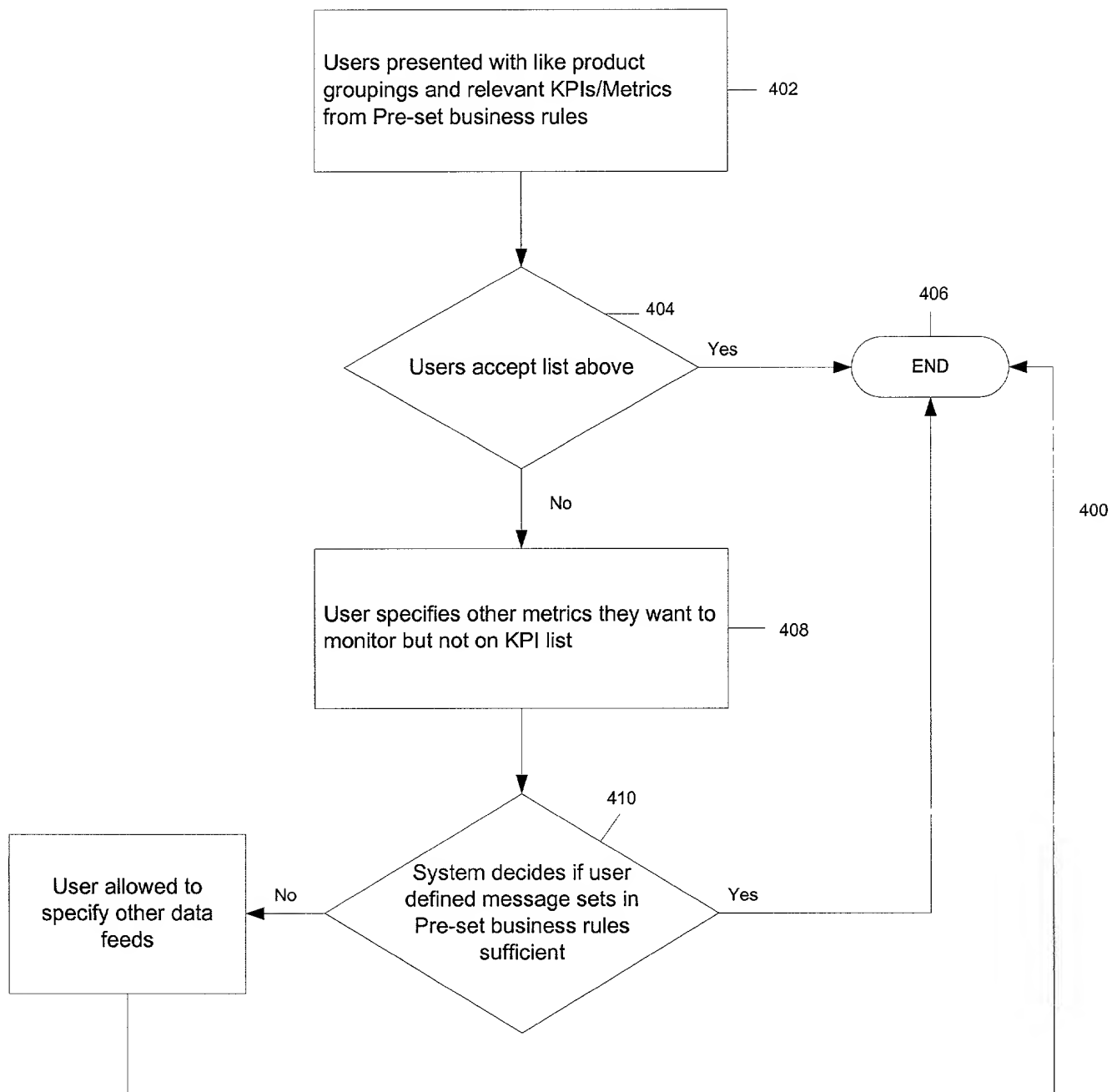


Figure 8

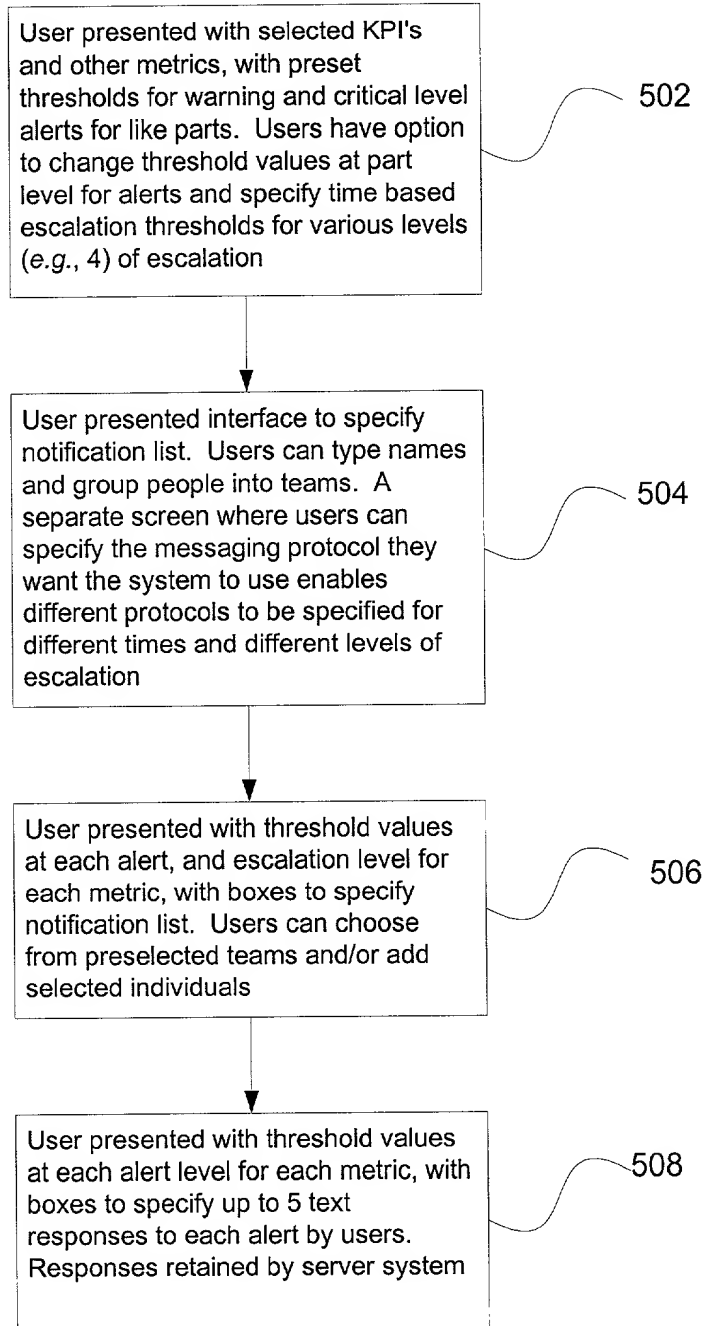


Fig. 9

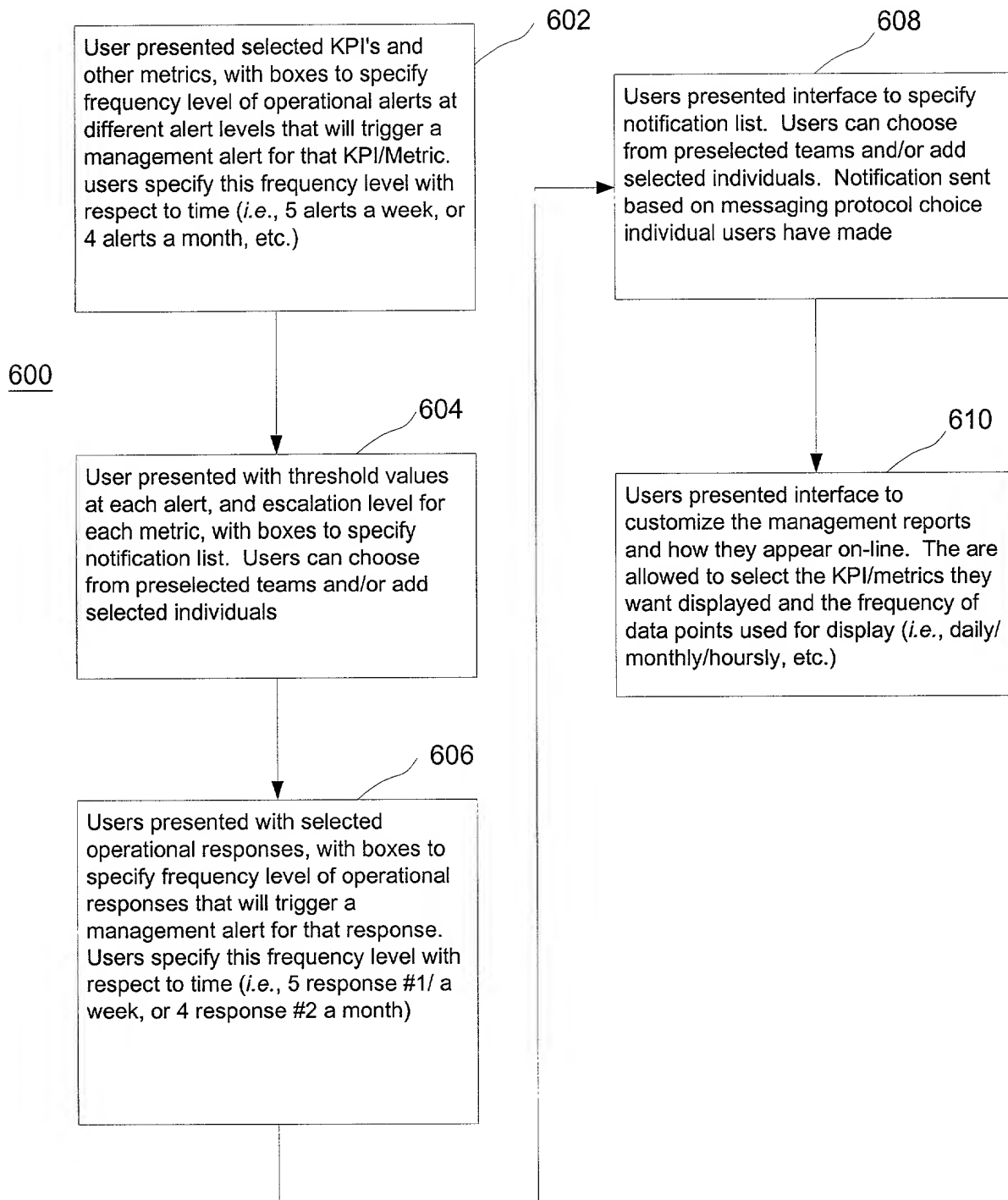


Fig. 10

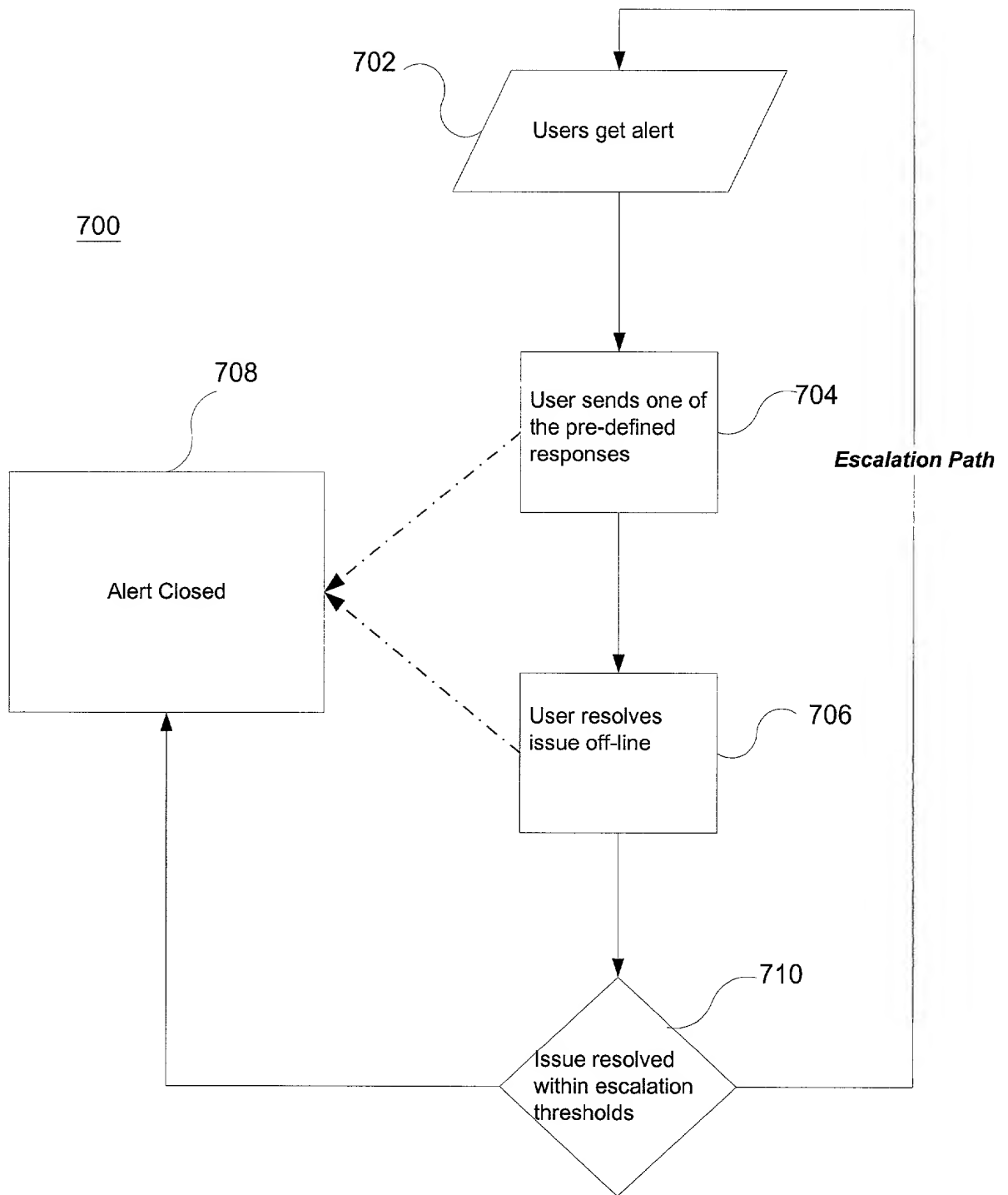


Fig. 11

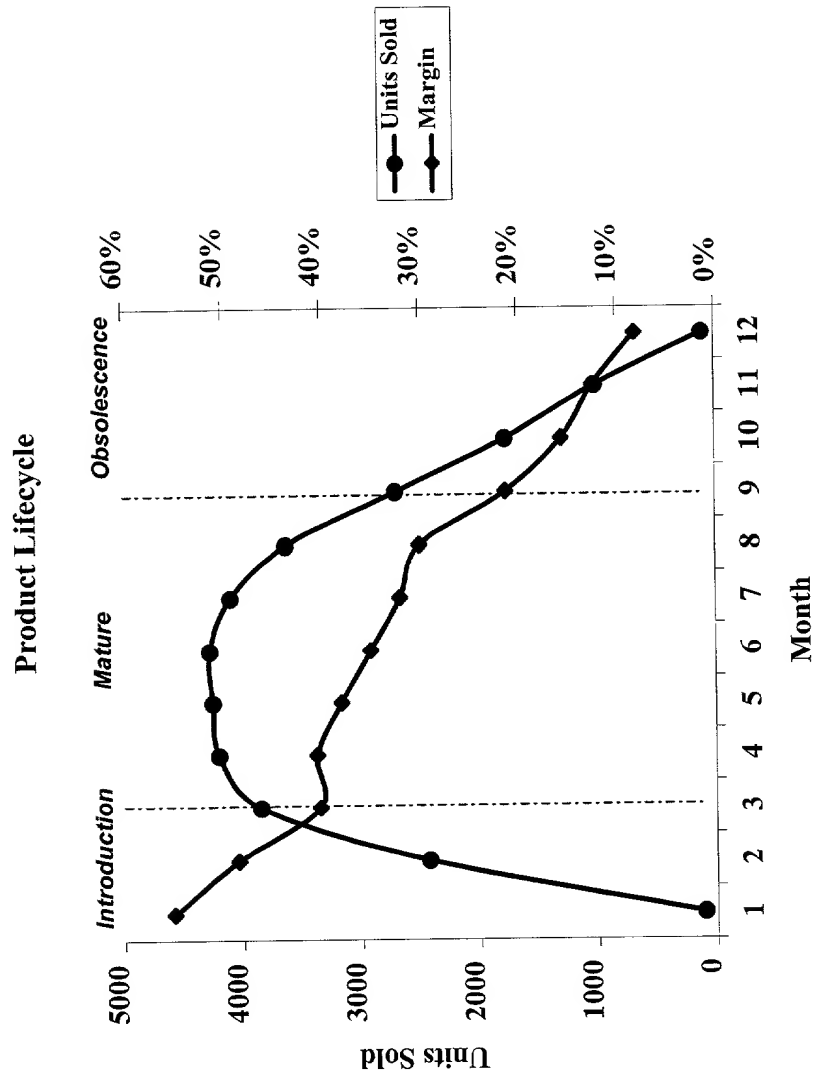


Fig. 12

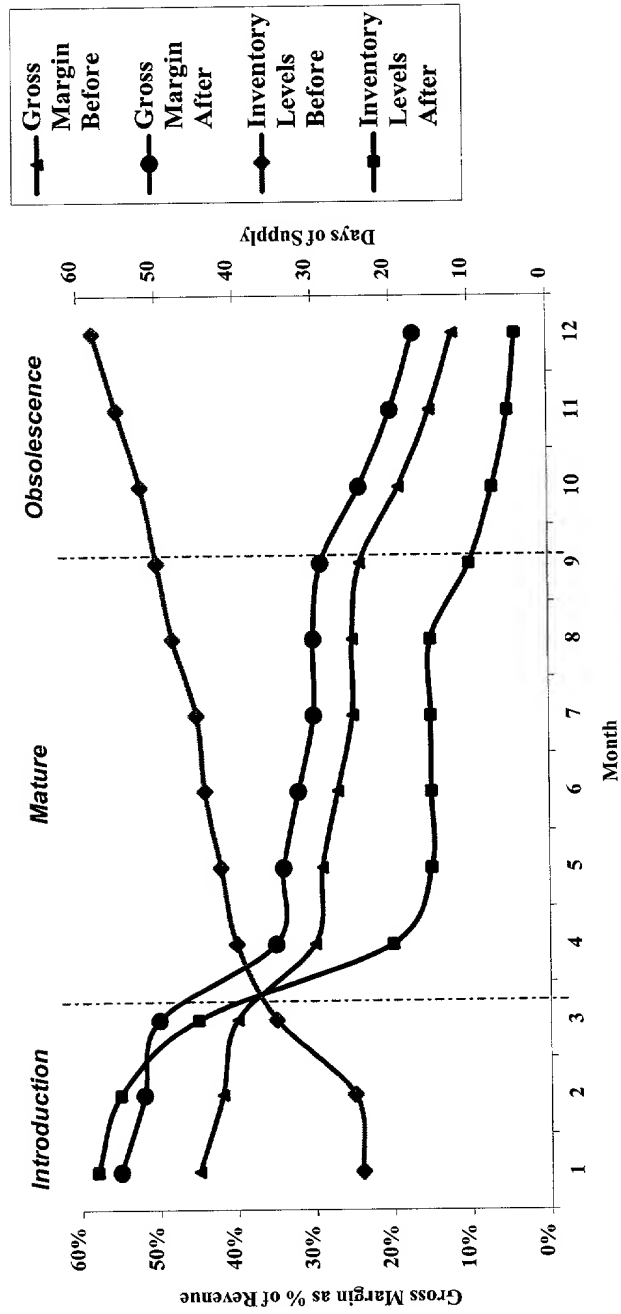


Fig. 13

KPI's										
Analytic Packs	Forecast Accuracy		Forecast Variance		Service Level		Days of Supply		Inventory Turns	
User Defined/Other Elements										
Cash-to-Cash										
Fill Rate										
Perfect Order										
On-time-delivery										
On-time-ship										
Product standard cost										
Product lifecycle										
Product lifecycle, Product standard cost										
Industry benchmarks, User defined composite metrics										
Payment cycle time information										
Tradeoff service level vs. cost	X		X		X					
Confidence Factor	X									
Tradeoff customer service levels vs. channel inventory levels										
Rank and manage partner performance	X	X	X							
Tradeoff Cash-to-Cash vs. service level and inventory			X		X					X

Fig. 14(a)

Details		
Analytic Packs	Details	Input
	<p>Allow users to view tradeoffs between forecast accuracy, level of inventory, cost and service levels. This lets users set policy that optimizes the relationship between these 3 variables, allowing users to set inventory levels that minimizes cost while achieving desired service levels. Also lets users to specify policy based on product lifecycle profiling, allowing different policy to be set for different products with system recommendations around which KPI to optimize based on lifecycle stage (Service level at introduction, Inventory levels at obsolescence)</p>	<p>Historical information around Forecast Accuracy, Inventory levels (DOS), Service levels, Product lifecycle information</p>
	<p>Confidence Factors</p>	<p>History of performance for Forecast Accuracy, Forecast Variance, On-time-shipment, On-time-delivery, Perfect Order, Fill Rate</p>
	<p>Tradeoff customer service levels vs. channel inventory levels</p>	<p>Historical information around On-time-shipment, On-time-delivery, Perfect Order, Inventory Levels (DOS), Prod std cost & Product lifecycle information</p>
	<p>Rank and manage partner performance</p>	<p>Historical information on partner performance for relevant KPIs (OTS, OTD, Fill Rate, Perfect Order), Information aggregation from other Premonition installations, Data feeds from D&B, Hoovers and other industry databases, User defined composite metrics</p>
	<p>confidence Factors</p>	<p>Historical information on service levels, inventory levels, & cash-to-cash cycle time</p>

Fig. 14(b)

Message Sets									
KPI's	Forecast (830)						Analytics		
	Forecast (830)	Inventory Report (846)	PO (850)	PO/ack (855)	Material Release (862)	Invoice (810)	Payment (820)	Advance Ship Notification (856)	Receipt Advice (861)
Forecast Accuracy	X	X			X				Tradeoff analysis between service levels and cost. Set confidence levels based on past performance and product lifecycle phase.
Forecast Variance	X								Highlights reliability and predictability of forecasting process. Set confidence levels based on product lifecycle phase and past partner performance.
Service Level		X	X		X				Tradeoff analysis of lost revenue vs. higher inventory carrying costs. Set smart goals by product based on lifecycle profiling.
Days of Supply	X	X							Minimize inventory levels when comfortable with forecast variability. Accelerate inventory turns by dynamically adjusting goals based on product lifecycle and past performance of partners.
On-time-ship			X	X	X	X	X		Improve customer satisfaction and retention by actively managing tradeoffs between customer service levels and channel inventory levels. Set aggressive, achievable goals by product based on lifecycle phase.
On-time-delivery			X	X	X	X		X	Improve customer satisfaction and retention by actively managing tradeoffs between customer service levels and channel inventory levels. Set aggressive, achievable goals by product based on lifecycle phase.
Perfect Order			X	X	X	X	X	X	Actively manage partner service level and effectiveness, to create a superior customer experience. Focus management attention on "hot spots" with Metalert pattern matching technology.
Fill Rate			X		X	X	X	X	Actively manage partner service level and effectiveness, to create a superior customer experience. Use to rank and drive partner performance.

Fig. 14(c)

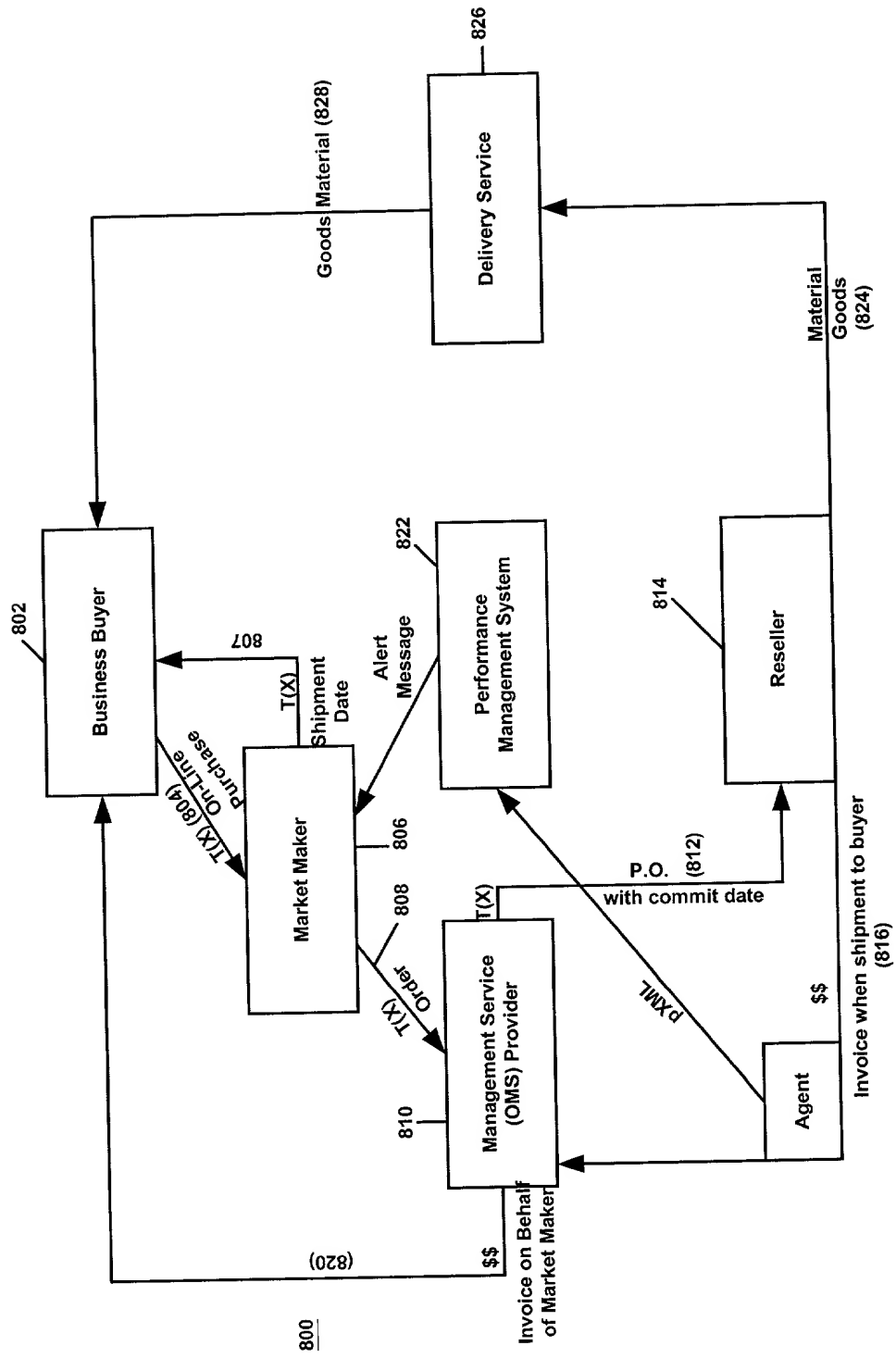


Figure 15

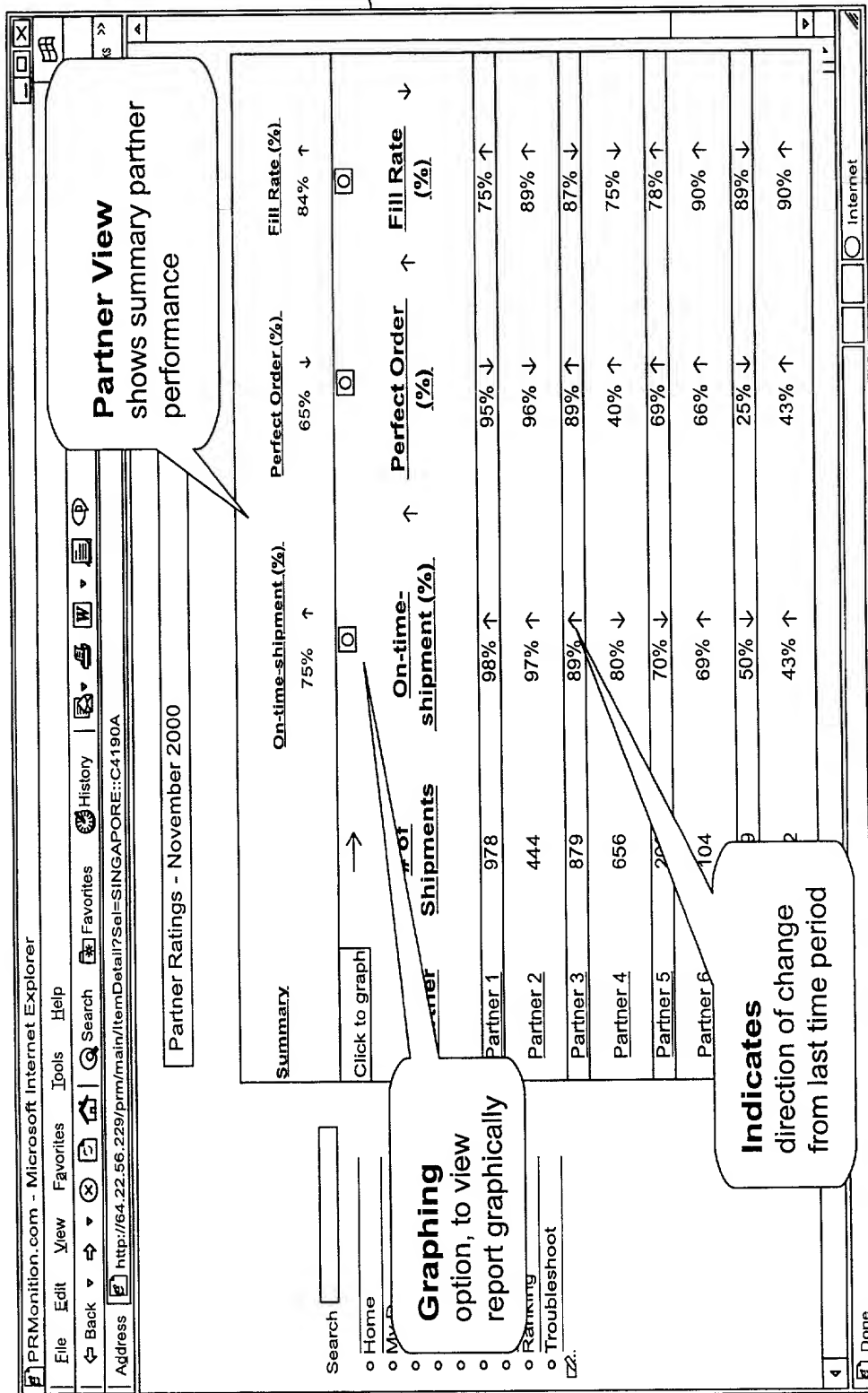


FIG. 16

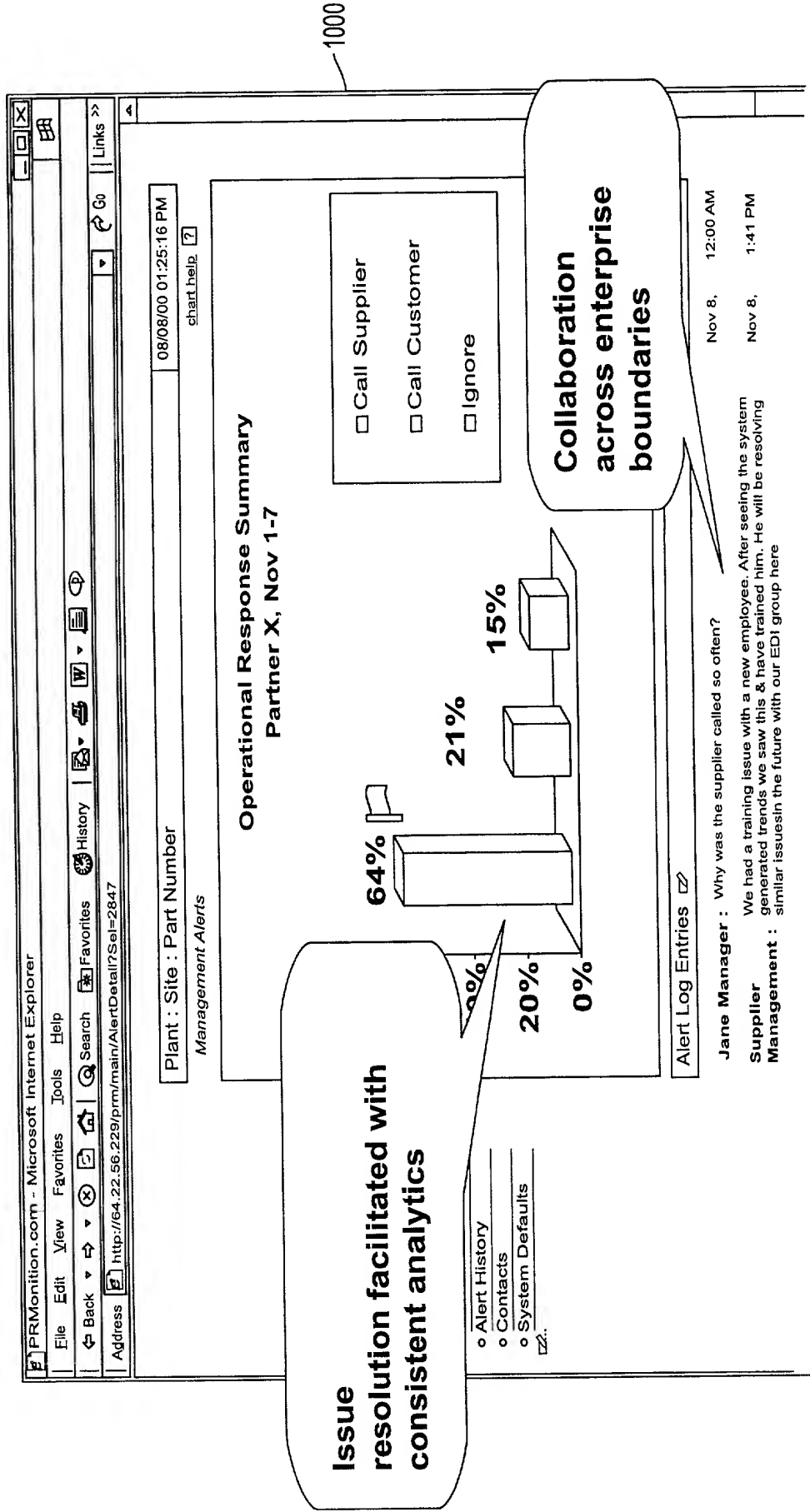


FIG. 17

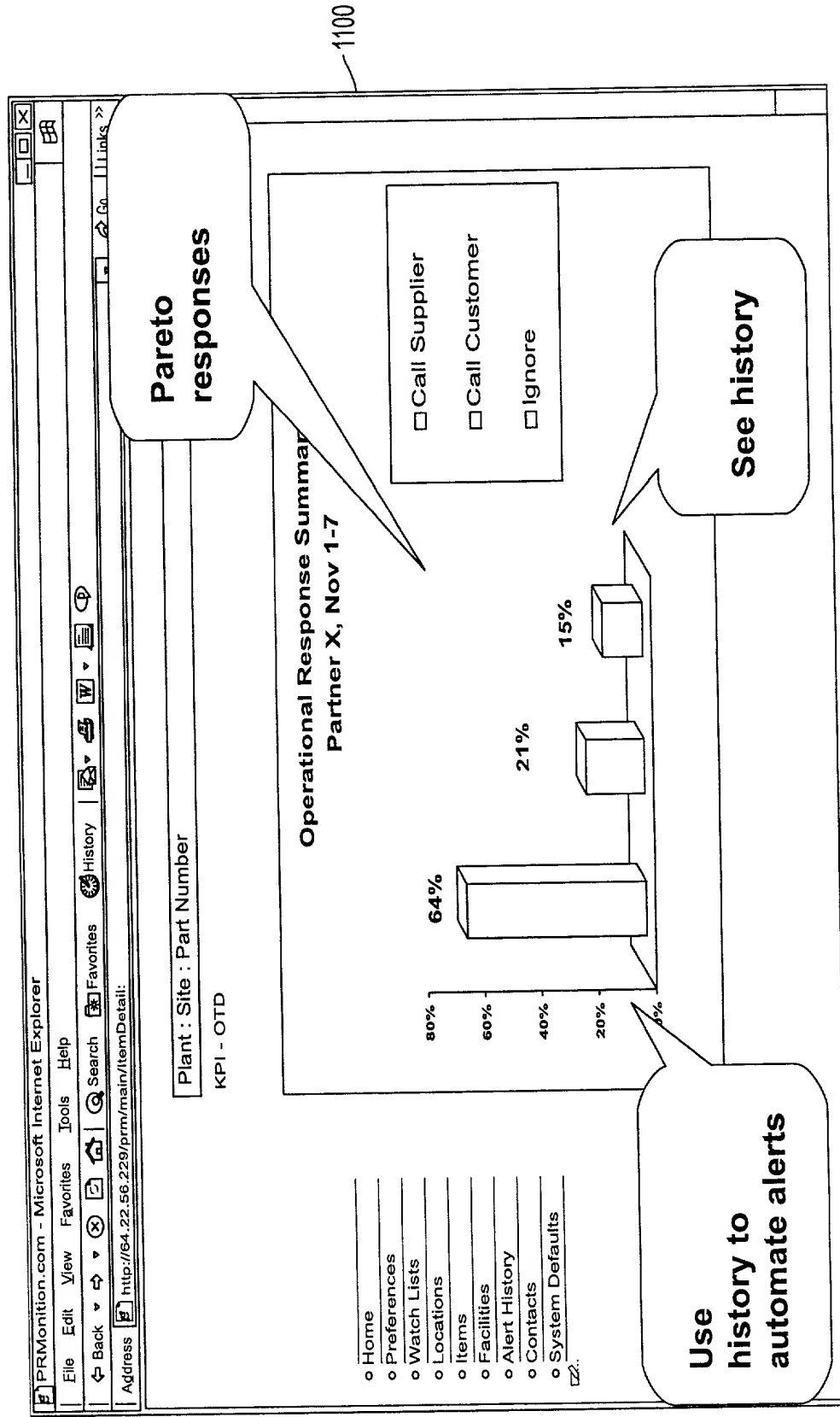


FIG. 18

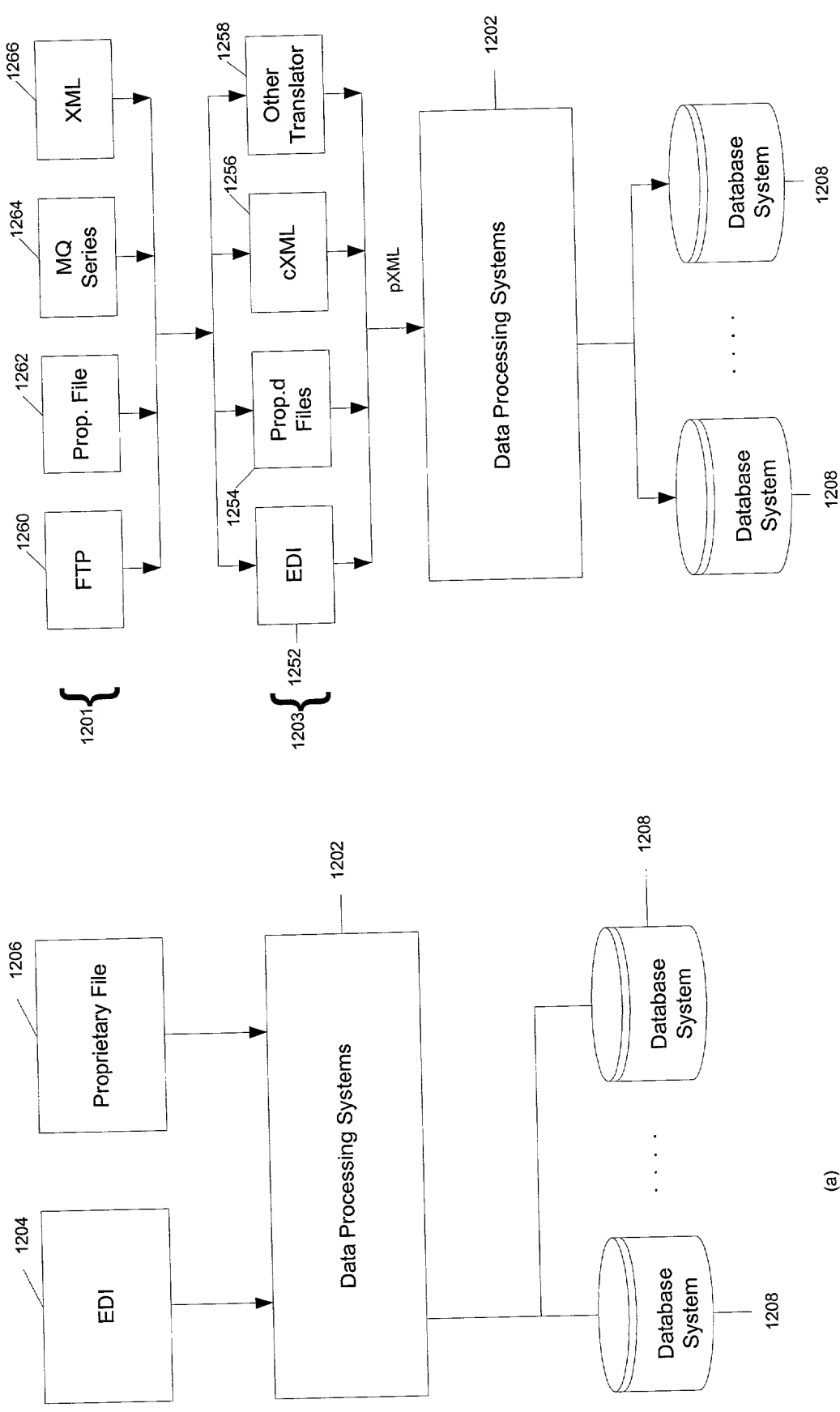


Figure 19

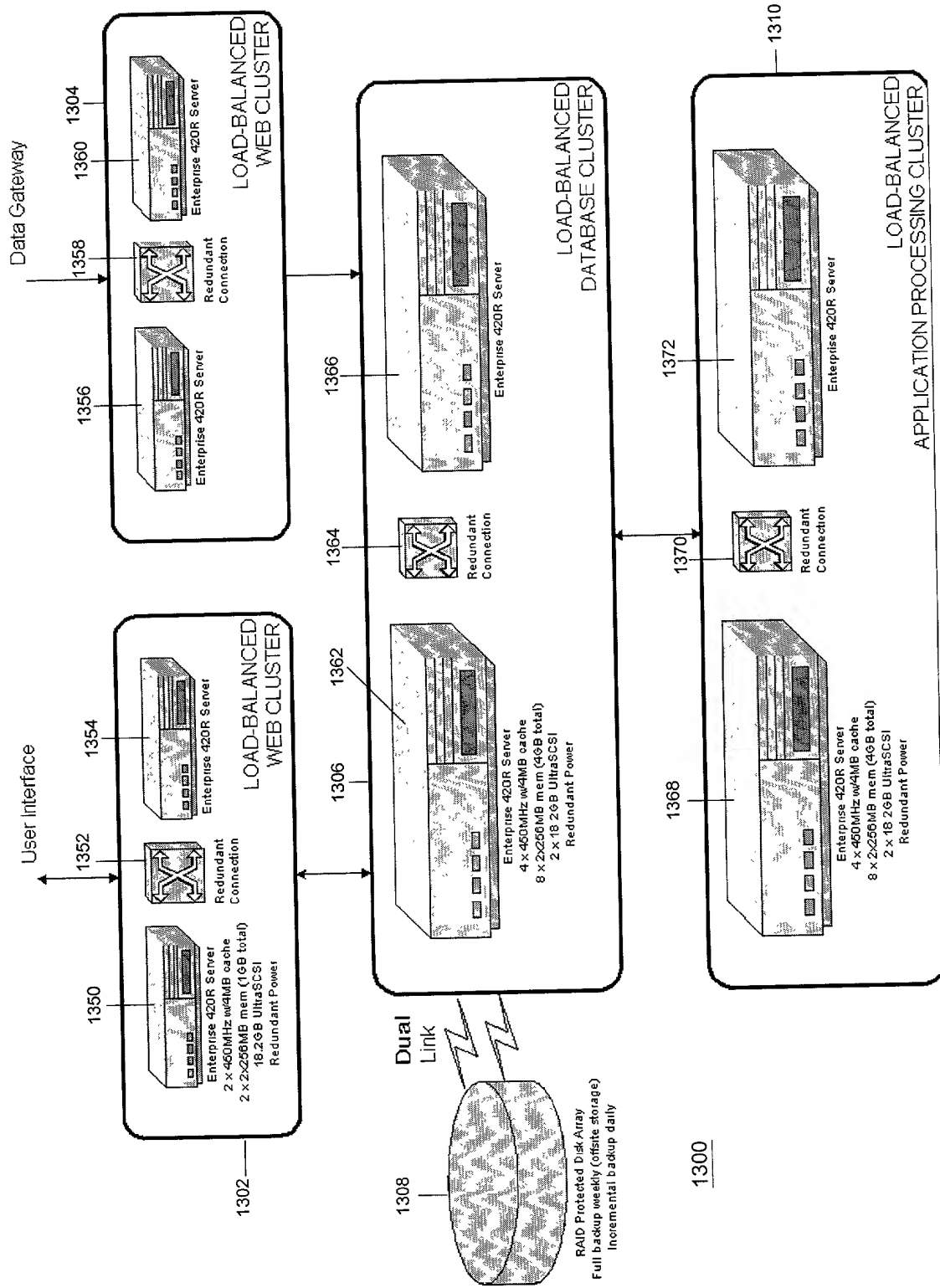


Fig. 20